

**DEPARTMENT OF REAL ESTATE  
COMPOSITE REPORT  
OF  
MORTGAGE LOAN/TRUST DEED ANNUAL REPORTS**

Number of Reporting Brokers:	1982 - 146	1987 - 152	1992 - 540	1997 - 235	2002 - 300
	1983 - 122	1988 - 264	1993 - 376	1998 - 266	2003 - 304
	1984 - 104	1989 - 369	1994 - 329	1999 - 265	
	1985 - 108	1990 - 487	1995 - 290	2000 - 284	
	1986 - 132	1991 - 476	1996 - 272	2001 - 300	

\* Number Reporting Multi-Lender:      1999 - 139  
     2000 - 146  
                                         2001 - 159  
                                         2002 - 164  
                                         2003 - 163

	<u>Article 7 Loans</u>	<u>Other Loans</u>
<b>I. LOANS ORIGINATED AS AGENT (Section 10131(d))</b>		
A. Total Loans		
1982	4,610	14,674
1983	4,886	14,273
1984	2,816	12,569
1985	2,840	11,464
1986	2,568	11,876
1987	2,358	15,091
1988	2,500	28,280
1989	2,348	44,709
1990	4,272	62,041
1991	4,727	57,375
1992	3,800	86,311
1993	3,132	54,052
1994	2,284	33,431
1995	2,026	15,330
1996	1,535	11,571
1997	584	7,451
1998	520	9,786
1999	511	11,407
2000	554	10,602
2001	488	9,904
2002	424	13,718
2003	302	14,868
Aggregate Principal Amount	1982 \$32,654,563	\$703,195,406
	1983 \$35,737,617	\$643,942,650
	1984 \$27,371,064	\$606,320,219
	1985 \$21,081,411	\$559,365,602
	1986 \$22,596,145	\$682,862,634
	1987 \$19,567,036	\$979,261,973
	1988 \$21,358,132	\$2,612,989,071
	1989 \$19,103,267	\$4,662,853,413
	1990 \$27,986,865	\$7,955,577,864
	1991 \$73,442,028	\$7,715,221,777
	1992 \$48,354,302	\$12,564,092,256
	1993 \$40,516,729	\$7,527,402,859
	1994 \$30,676,716	\$4,662,875,657
	1995 \$31,199,913	\$2,209,872,953

	1996	\$24,887,818	\$1,278,603,031
		<u>Article 7 Loans</u>	<u>Other Loans</u>
	1997	\$8,969,571	\$965,696,691
	1998	\$8,208,229	\$1,453,015,738
	1999	\$8,317,746	\$2,061,484,817
	2000	\$8,899,425	\$1,973,990,575
	2001	\$8,295,235	\$1,926,499,358
	2002	\$7,174,984	\$3,130,092,119
	2003	\$5,997,036	\$3,457,580,377
Commissions Received	1982	\$3,831,264	\$54,768,615
	1983	\$4,031,287	\$56,262,638
	1984	\$2,894,192	\$51,465,306
	1985	\$2,408,414	\$46,071,895
	1986	\$2,480,303	\$51,929,004
	1987	\$2,053,842	\$67,170,216
	1988	\$2,155,358	\$103,658,823
	1989	\$2,098,029	\$156,787,152
	1990	\$2,462,076	\$209,796,173
	1991	\$7,242,746	\$209,725,038
	1992	\$5,388,041	\$257,461,669
	1993	\$4,837,766	\$167,350,067
	1994	\$3,589,242	\$88,822,171
	1995	\$3,250,122	\$67,744,345
	1996	\$2,307,159	\$53,459,831
	1997	\$795,133	\$39,611,565
	1998	\$779,846	\$51,571,204
	1999	\$666,906	\$64,309,429
	2000	\$603,253	\$70,033,962
	2001	\$639,063	\$69,631,284
	2002	\$598,433	\$97,149,222
	2003	\$355,866	\$134,040,886

B. Multiple Lender Loans  
(Fractionalized)

1982	678	4,804
1983	333	4,009
1984	527	5,045
1985	937	4,594
1986	891	4,830
1987	829	5,635
1988	721	6,752
1989	729	7,656
1990	664	7,661
1991	814	6,341
1992	674	5,948
1993	317	4,503
1994	360	4,220
1995	248	3,482
1996	133	3,004
1997	85	2,724
1998	45	2,854
1999	17	3,539
2000	44	3,730
2001	22	3,519
2002	20	4,256

	2003	5	4,665
		<u>Article 7 Loans</u>	<u>Other Loans</u>
Aggregate Principal Amount			
1982	\$8,463,851	\$270,908,262	
1983	\$6,593,198	\$248,119,778	
1984	\$7,563,292	\$292,576,134	
1985	\$6,940,278	\$285,000,156	
1986	\$7,171,080	\$323,534,626	
1987	\$7,211,308	\$430,875,754	
1988	\$6,562,619	\$561,884,949	
1989	\$6,611,058	\$738,513,682	
1990	\$6,052,836	\$727,915,385	
1991	\$10,267,859	\$631,510,810	
1992	\$9,174,537	\$661,173,757	
1993	\$5,158,646	\$561,526,615	
1994	\$5,683,719	\$542,902,046	
1995	\$4,102,618	\$398,442,275	
1996	\$2,311,010	\$436,685,539	
1997	\$1,633,437	\$413,803,408	
1998	\$723,025	\$533,881,421	
1999	\$326,700	\$735,332,229	
2000	\$1,014,200	\$841,479,360	
2001	\$586,501	\$870,325,882	
2002	\$486,000	\$1,297,253,852	
2003	\$147,894	\$1,588,861,463	

* Total Number of Investors	1999	38	11,538
	2000	81	12,436
	2001	48	10,946
	2002	61	14,389
	2003	11	14,532

C. Loans to Refinance Loans  
Previously Negotiated by  
Reporting Broker or Affiliate

1982	388	2,406
1983	610	3,214
1984	314	2,371
1985	233	1,521
1986	178	1,493
1987	127	1,615
1988	151	1,980
1989	114	2,138
1990	168	2,157
1991	190	2,672
1992	221	2,895
1993	310	2,167
1994	254	1,488
1995	241	1,003
1996	98	867
1997	45	486
1998	27	636
1999	24	381
2000	15	424
2001	23	375
2002	33	602
2003	5	451

Aggregate Principal Amount	1982	\$5,746,183	\$133,143,901
	1983	\$7,238,343	\$126,695,735
		Article 7 <u>Loans</u>	Other <u>Loans</u>
	1984	\$4,239,160	\$101,023,299
	1985	\$2,070,199	\$71,871,986
	1986	\$1,602,002	\$81,384,750
	1987	\$1,256,312	\$88,610,084
	1988	\$1,707,630	\$133,026,290
	1989	\$904,075	\$181,402,321
	1990	\$1,444,993	\$216,332,744
	1991	\$2,756,581	\$241,836,224
	1992	\$3,198,620	\$311,830,082
	1993	\$4,636,329	\$242,162,556
	1994	\$3,493,970	\$158,723,490
	1995	\$3,424,306	\$92,677,448
	1996	\$1,614,511	\$93,826,506
	1997	\$731,350	\$72,265,571
	1998	\$516,004	\$147,382,280
	1999	\$447,850	\$70,349,694
	2000	\$296,200	\$90,869,488
	2001	\$394,251	\$102,793,907
	2002	\$563,850	\$185,013,396
	2003	\$85,300	\$179,184,496

D. Balloon Payment and Interest-Only Loans

1982	758	10,476
1983	967	10,919
1984	496	9,389
1985	511	8,519
1986	468	8,902
1987	383	10,337
1988	452	14,039
1989	432	17,713
1990	527	21,612
1991	1,220	15,344
1992	1,079	12,836
1993	651	8,313
1994	534	7,572
1995	275	6,402
1996	222	6,204
1997	166	5,031
1998	213	5,925
1999	281	7,203
2000	395	7,854
2001	333	6,902
2002	250	8,523
2003	123	8,704

Aggregate Principal Amount (at maturity)	1982	\$9,594,015	\$518,813,248
	1983	\$15,558,744	\$479,422,273
	1984	\$10,267,171	\$446,608,946
	1985	\$3,648,008	\$433,800,460
	1986	\$3,820,922	\$513,736,932

1987	\$3,032,289	\$615,949,393
1988	\$3,857,147	\$915,511,753
1989	\$3,392,206	\$1,269,233,196
1990	\$6,049,685	\$1,377,478,731
	Article 7 <u>Loans</u>	Other <u>Loans</u>
1991	\$16,893,598	\$1,228,606,439
1992	\$14,193,257	\$1,243,629,510
1993	\$10,032,361	\$821,196,574
1994	\$8,120,927	\$795,628,177
1995	\$4,144,323	\$772,239,127
1996	\$3,229,830	\$737,656,224
1997	\$2,832,975	\$693,710,307
1998	\$3,476,331	\$818,946,295
1999	\$4,258,813	\$1,301,778,150
2000	\$6,587,478	\$1,462,076,714
2001	\$6,040,723	\$1,361,707,212
2002	\$4,370,620	\$1,882,607,746
2003	\$2,655,382	\$2,300,940,125

II. LOANS ORIGINATED AS PRINCIPAL (FUNDED BY BROKER)  
FOR RESALE (Section 10131.1)

A. Total Loans

1982	949	4,759
1983	1,248	5,728
1984	268	2,672
1985	621	2,143
1986	1,170	2,856
1987	710	2,924
1988	1,345	9,744
1989	1,477	15,122
1990	1,091	29,219
1991	1,546	65,453
1992	1,803	144,261
1993	1,752	50,302
1994	1,751	42,373
1995	1,383	3,990
1996	1,022	3,870
1997	260	1,743
1998	417	2,963
1999	261	3,933
2000	153	4,366
2001	157	4,028
2002	42	2,342
2003	46	2,368

Aggregate Principal	1982	\$10,670,200	\$193,257,673
	1983	\$15,489,361	\$264,571,652
	1984	\$1,701,837	\$107,726,505
	1985	\$4,883,976	\$156,027,011
	1986	\$9,168,950	\$262,468,611
	1987	\$6,132,237	\$329,024,351
	1988	\$11,549,338	\$1,108,108,966
	1989	\$13,724,356	\$1,578,261,525
	1990	\$10,386,686	\$3,184,982,930
	1991	\$17,119,313	\$8,331,737,923
	1992	\$22,869,396	\$19,881,642,544

		\$6,528,024,240
1993	\$23,663,664	\$5,397,648,308
1994	\$23,583,076	\$339,450,848
1995	\$18,231,932	\$363,474,119
1996	\$14,454,763	\$254,118,462
1997	\$3,356,018	Other
	<u>Article 7</u>	<u>Loans</u>
1998	\$5,382,034	\$477,072,674
1999	\$3,338,902	\$669,966,107
2000	\$1,987,967	\$814,548,241
2001	\$1,932,324	\$813,011,551
2002	\$693,846	\$378,775,999
2003	\$552,976	\$463,436,721
Loan Origination or Other Fees in Lieu of Commission		
1982	\$633,210	\$14,769,009
1983	\$928,005	\$18,222,075
1984	\$232,646	\$10,769,012
1985	\$539,608	\$8,773,856
1986	\$1,029,255	\$13,843,330
1987	\$734,185	\$13,789,421
1988	\$1,107,134	\$26,970,777
1989	\$1,413,687	\$49,387,529
1990	\$1,208,189	\$55,433,621
1991	\$1,957,423	\$69,251,763
1992	\$2,209,983	\$117,008,433
1993	\$2,205,130	\$81,114,242
1994	\$2,046,550	\$56,482,231
1995	\$1,608,343	\$18,340,628
1996	\$1,285,294	\$18,669,368
1997	\$191,570	\$10,948,689
1998	\$344,307	\$11,401,286
1999	\$201,334	\$20,489,645
2000	\$144,630	\$24,389,899
2001	\$119,941	\$26,513,667
2002	\$57,794	\$15,364,820
2003	\$28,457	\$15,478,813

B. Loans to Refinance Loans  
 Previously Negotiated by Reporting  
 Broker or Affiliate

1982	15	503
1983	51	623
1984	67	704
1985	106	397
1986	77	275
1987	58	355
1988	50	324
1989	80	556
1990	74	744
1991	88	20,335
1992	117	65,555
1993	105	3,559
1994	92	384
1995	13	198
1996	10	265
1997	34	126

	1998	32	447
	1999	20	520
	2000	11	489
	2001	7	641
	2002	4	66
	2003	0	102
		<u>Article 7 Loans</u>	<u>Other Loans</u>
Aggregate Principal Amount	1982	\$98,700	\$20,190,933
	1983	\$373,366	\$32,768,014
	1984	\$498,000	\$21,783,285
	1985	\$1,069,807	\$23,222,071
	1986	\$730,615	\$33,278,342
	1987	\$486,955	\$19,972,728
	1988	\$565,175	\$69,542,138
	1989	\$757,571	\$66,386,258
	1990	\$694,703	\$76,054,647
	1991	\$1,180,306	\$2,744,126,730
	1992	\$1,790,279	\$9,019,113,983
	1993	\$1,672,349	\$471,010,356
	1994	\$1,299,406	\$55,474,333
	1995	\$177,800	\$40,122,228
	1996	\$127,300	\$33,503,608
	1997	\$478,195	\$35,185,274
	1998	\$584,560	\$80,364,365
	1999	\$295,228	\$82,912,120
	2000	\$177,111	\$128,409,200
	2001	\$111,200	\$148,728,010
	2002	\$98,000	\$16,577,250
	2003	0	\$25,404,495

C. Balloon Payment and  
Interest-Only Loans

1982	159	2,697
1983	363	2,868
1984	131	2,040
1985	137	1,854
1986	120	1,756
1987	103	1,703
1988	129	2,501
1989	171	3,785
1990	160	5,230
1991	253	6,832
1992	444	8,079
1993	445	5,896
1994	211	3,579
1995	46	1,283
1996	86	1,401
1997	48	1,114
1998	38	1,488
1999	81	1,950
2000	65	1,837
2001	123	1,160
2002	17	1,837
2003	29	1,750

Aggregate Principal Amount

(at maturity)	1982	\$1,498,625	\$105,991,888
	1983	\$4,714,666	\$148,586,527
	1984	\$757,327	\$80,009,230
	1985	\$1,254,468	\$142,529,761
	1986	\$1,143,255	\$227,635,397
	1987	\$1,190,126	\$249,160,198
		<u>Article 7 Loans</u>	<u>Other Loans</u>
	1988	\$1,619,333	\$342,691,797
	1989	\$1,987,338	\$358,724,457
	1990	\$3,014,782	\$481,665,212
	1991	\$3,596,066	\$744,638,183
	1992	\$6,797,520	\$981,979,558
	1993	\$6,573,374	\$687,128,253
	1994	\$3,081,903	\$452,952,818
	1995	\$727,866	\$156,090,079
	1996	\$1,222,464	\$183,053,950
	1997	\$871,468	\$190,109,318
	1998	\$501,755	\$173,163,678
	1999	\$1,020,987	\$378,238,445
	2000	\$836,831	\$445,528,740
	2001	\$1,370,897	\$321,438,730
	2002	\$302,797	\$301,131,293
	2003	\$373,499	\$344,888,890

D. Principal (Broker Funded)  
Loans Resold

1. Single Purchaser

a. Number	1982	828	3,483
	1983	1,098	4,440
	1984	134	1,377
	1985	543	1,228
	1986	804	1,602
	1987	487	1,556
	1988	1,217	4,876
	1989	1,339	9,583
	1990	938	23,366
	1991	1,407	58,651
	1992	1,615	132,256
	1993	1,456	41,665
	1994	1,220	34,544
	1995	864	1,269
	1996	484	1,480
	1997	186	645
	1998	324	1,916
	1999	198	2,280
	2000	107	3,025
	2001	60	3,209
	2002	18	742
	2003	16	932

b. Aggregate Selling  
Price

1982	\$9,529,283	\$133,104,466
1983	\$13,078,289	\$180,055,986
1984	\$974,707	\$52,913,174
1985	\$4,345,694	\$77,004,458
1986	\$7,065,950	\$121,691,128

1987	\$5,138,820	\$203,616,383
1988	\$10,363,470	\$493,964,998
1989	\$12,731,487	\$990,697,463
1990	\$7,529,474	\$2,501,124,057
1991	\$15,505,141	\$7,183,664,934
1992	\$19,781,671	\$18,258,362,870
1993	\$18,300,969	\$5,408,877,513
1994	\$14,017,995	\$4,414,045,616
	<u>Article 7 Loans</u>	<u>Other Loans</u>
1995	\$8,673,530	\$82,568,984
1996	\$5,232,556	\$112,141,532
1997	\$2,225,387	\$72,648,462
1998	\$4,024,062	\$379,945,439
1999	\$2,490,658	\$429,009,817
2000	\$1,444,653	\$519,979,202
2001	\$948,002	\$643,007,092
2002	\$256,935	\$116,691,136
2003	\$252,184	\$146,321,183

2. Multiple Purchasers  
(Fractionalized)

a. Number

1982	106	1,147
1983	102	1,189
1984	90	1,181
1985	52	881
1986	58	971
1987	62	833
1988	56	1,414
1989	48	1,997
1990	53	2,236
1991	83	2,194
1992	61	2,137
1993	41	929
1994	43	913
1995	25	646
1996	54	720
1997	34	693
1998	22	863
1999	17	1,016
2000	16	1,021
2001	26	678
2002	10	851
2003	0	776

b. Aggregate Selling  
Price

1982	\$1,001,232	\$52,509,450
1983	\$888,026	\$76,552,684
1984	\$651,954	\$46,217,857
1985	\$401,637	\$72,481,850
1986	\$515,115	\$95,784,625
1987	\$515,733	\$93,526,564
1988	\$451,137	\$191,041,183
1989	\$380,488	\$249,995,642
1990	\$1,171,143	\$233,599,156
1991	\$1,072,883	\$253,748,022
1992	\$714,684	\$257,417,018
1993	\$773,723	\$147,750,514
1994	\$541,736	\$168,259,624

1995	\$394,578	\$110,564,348
1996	\$935,971	\$116,791,795
1997	\$680,385	\$145,041,584
1998	\$359,450	\$160,191,618
1999	\$268,409	\$168,214,220
2000	\$219,000	\$228,479,003
2001	\$311,650	\$152,109,025
2002	\$175,900	\$181,180,967
2003	0	\$237,982,684
	<u>Article 7 Loans</u>	<u>Other Loans</u>

**III. COSTS AND EXPENSES CHARGED TO BORROWERS  
IN ORIGINATED LOAN TRANSACTIONS**

Total	1982	\$2,205,596	\$23,693,330
	1983	\$1,854,728	\$20,687,494
	1984	\$1,684,476	\$18,750,309
	1985	\$2,186,524	\$12,913,940
	1986	\$1,510,462	\$18,064,098
	1987	\$1,601,784	\$19,566,240
	1988	\$2,344,933	\$37,506,584
	1989	\$1,926,113	\$85,486,963
	1990	\$2,188,835	\$124,208,651
	1991	\$5,091,890	\$118,261,428
	1992	\$3,626,519	\$199,738,482
	1993	\$3,240,963	\$93,520,110
	1994	\$2,362,295	\$54,562,226
	1995	\$4,342,546	\$39,622,089
	1996	\$2,511,622	\$47,061,137
	1997	\$450,564	\$24,539,661
	1998	\$651,529	\$38,989,956
	1999	\$436,445	\$50,490,254
	2000	\$460,141	\$46,188,040
	2001	\$393,427	\$38,770,707
	2002	\$351,512	\$49,891,557
	2003	\$149,630	\$67,262,864

Retained by Broker or Affiliate for Services	1982	\$1,496,492	\$11,548,065
	1983	\$974,627	\$12,507,376
	1984	\$1,333,820	\$12,502,294
	1985	\$1,767,998	\$8,760,298
	1986	\$1,052,222	\$9,817,301
	1987	\$1,122,722	\$12,028,200
	1988	\$1,293,359	\$19,617,552
	1989	\$1,020,291	\$35,087,488
	1990	\$1,043,153	\$39,973,759
	1991	\$2,555,784	\$72,820,274
	1992	\$2,134,386	\$105,416,159
	1993	\$1,693,381	\$41,192,203
	1994	\$1,332,404	\$26,791,169
	1995	\$3,804,789	\$25,318,399
	1996	\$2,203,582	\$31,109,025
	1997	\$248,615	\$8,581,603
	1998	\$230,429	\$14,265,084
	1999	\$189,601	\$19,125,633
	2000	\$248,424	\$20,273,548

2001	\$211,298	\$15,902,807
2002	\$184,536	\$21,549,426
2003	\$80,729	\$24,098,026

All Loans/Sales

IV. LOANS FOR BROKER'S USE OR BENEFIT  
(Section 10231.2)

1982	121
1983	160
<u>All Loans/Sales</u>	

1984	35
1985	86
1986	127
1987	186
1988	233
1989	206
1990	230
1991	213
1992	304
1993	343
1994	325
1995	31
1996	19
1997	27
1998	34
1999	69
2000	47
2001	19
2002	62
2003	37

* Number of Fractionalized Loans	1999	35
	2000	8
	2001	4
	2002	1
	2003	4

Aggregate Amount Borrowed	1982	\$7,792,856
	1983	\$11,158,470
	1984	\$1,752,245
	1985	\$4,709,861
	1986	\$4,598,449
	1987	\$9,432,458
	1988	\$14,149,993
	1989	\$10,165,075
	1990	\$11,819,151
	1991	\$8,741,628
	1992	\$13,029,994
	1993	\$15,017,111
	1994	\$13,862,841
	1995	\$1,800,895
	1996	\$1,436,243
	1997	\$1,519,724
	1998	\$2,334,767

1999	\$12,989,861
2000	\$28,835,489
2001	\$2,106,500
2002	\$8,677,877
2003	\$10,831,750

V. SALES OF NOTES AS AGENT  
(Section 10131(e))

Total Loans	1982	2,139
	1983	1,698
	1984	538
<u>All Loans/Sales</u>		
	1985	1,214
	1986	722
	1987	2,139
	1988	2,272
	1989	1,647
	1990	2,452
	1991	2,218
	1992	1,563
	1993	1,015
	1994	1,247
	1995	611
	1996	485
	1997	396
	1998	525
	1999	542
	2000	594
	2001	421
	2002	527
	2003	807
Selling Price (Total Loans)	1982	\$139,106,458
	1983	\$98,179,424
	1984	\$15,764,055
	1985	\$71,397,974
	1986	\$27,701,529
	1987	\$77,375,294
	1988	\$103,420,761
	1989	\$97,496,695
	1990	\$76,740,788
	1991	\$85,770,150
	1992	\$83,480,720
	1993	\$69,111,118
	1994	\$83,987,784
	1995	\$38,797,437
	1996	\$65,966,801
	1997	\$70,311,577
	1998	\$58,795,575
	1999	\$85,180,758
	2000	\$96,478,648
	2001	\$119,981,471
	2002	\$140,954,090
	2003	\$178,384,898
Commissions Received (Total Loans)	1982	\$3,969,311
	1983	\$4,130,860
	1984	\$1,271,176

		<u>All Loans/Sales</u>
1985	\$1,820,754	
1986	\$1,487,187	
1987	\$1,621,705	
1988	\$2,558,455	
1989	\$2,133,292	
1990	\$3,200,813	
1991	\$3,756,083	
1992	\$3,276,975	
1993	\$1,945,080	
1994	\$2,409,330	
1995	\$1,297,233	
1996	\$1,212,453	
		<u>All Loans/Sales</u>
1997	\$919,570	
1998	\$1,676,094	
1999	\$1,670,866	
2000	\$2,053,135	
2001	\$1,744,908	
2002	\$1,816,846	
2003	\$3,513,027	
* Number (Multi-Lender)		
1999	71	
2000	66	
2001	99	
2002	86	
2003	172	
* Number of Investors		
1999	219	
2000	233	
2001	389	
2002	255	
2003	327	
* Selling Price (Multi-Lender)		
1999	\$7,904,052	
2000	\$14,451,576	
2001	\$18,051,368	
2002	\$16,456,377	
2003	\$36,204,302	
* Commissions Received (Multi-Lender)		
1999	\$244,548	
2000	\$286,229	
2001	\$599,234	
2002	\$466,777	
2003	\$513,146	

VI. RESALES AS PRINCIPAL OF NOTES PURCHASED BY BROKER  
 (Section 10131.1)

Number (Total)		
1982	1,452	
1983	1,584	
1984	1,731	
1985	273	
1986	210	
1987	227	
1988	563	
1989	626	
1990	798	
1991	573	

1992	340
1993	225
1994	174
1995	180
1996	330
1997	230
1998	329
1999	231
2000	105
2001	95
2002	45
2003	202

All Loans/Sales

Aggregate Purchase Price (Total)	1982	\$42,726,936
	1983	\$45,152,905
	1984	\$46,032,094
	1985	\$17,514,346
	1986	\$13,678,287
	1987	\$19,836,543
	1988	\$40,483,256
	1989	\$38,901,196
	1990	\$52,341,790
	1991	\$37,190,907
	1992	\$35,356,245
	1993	\$14,114,432
	1994	\$17,330,868
	1995	\$19,887,453
	1996	\$31,414,913
	1997	\$28,585,992
	1998	\$15,549,569
	1999	\$27,173,093
	2000	\$22,081,554
	2001	\$34,793,618
	2002	\$12,135,243
	2003	\$32,568,564
Aggregate Resale Price (Total)	1982	\$44,059,629
	1983	\$46,242,349
	1984	\$46,414,367
	1985	\$19,006,655
	1986	\$14,107,917
	1987	\$20,701,424
	1988	\$42,472,231
	1989	\$39,490,302
	1990	\$54,100,181
	1991	\$38,963,803
	1992	\$33,436,149
	1993	\$14,799,218
	1994	\$17,595,868
	1995	\$19,912,821
	1996	\$32,101,267
	1997	\$28,762,584
	1998	\$15,555,077
	1999	\$27,443,133
	2000	\$22,091,379
	2001	\$34,991,834
	2002	\$12,308,244

	2003	\$32,347,641
* Number (Multi-Lender)	1999	132
	2000	62
	2001	48
	2002	20
	2003	174
* Number of Investors	1999	584
	2000	270
	2001	263
	2002	77
	2003	423
	<u>All Loans/Sales</u>	
* Selling Price (Multi-Lender)	1999	\$14,974,836
	2000	\$10,934,255
	2001	\$7,807,195
	2002	\$6,855,554
	2003	\$26,410,985
* Commissions Received (Multi-Lender)	1999	\$72,958
	2000	\$373,355
	2001	\$317,062
	2002	\$212,735
	2003	\$320,554

VII. SALES OF REAL PROPERTY SALES (RPS) CONTRACTS  
AS AGENT OR PRINCIPAL (Sections 10131(c) and 10131.1)

Number	1982	102
	1983	364
	1984	62
	1985	107
	1986	96
	1987	126
	1988	121
	1989	63
	1990	47
	1991	58
	1992	110
	1993	53
	1994	225
	1995	74
	1996	40
	1997	84
	1998	27
	1999	89
	2000	164
	2001	101
	2002	40
	2003	60
Aggregate Selling Price	1982	\$9,953,190
	1983	\$34,079,676
	1984	\$8,860,025
	1985	\$14,827,216
	1986	\$11,343,750
	1987	\$6,017,801

1988	\$4,356,693
1989	\$10,622,294
1990	\$9,718,319
1991	\$9,785,217
1992	\$16,305,942
1993	\$12,043,813
1994	\$23,700,420
1995	\$12,815,630
1996	\$5,711,850
1997	\$13,736,785
1998	\$4,737,102
1999	\$17,899,490
2000	\$48,203,168
2001	\$23,386,813

All Loans/Sales

2002	\$13,486,791
2003	\$23,308,800

**VIII. NOTE AND RPS CONTRACT SERVICING**

A. Number Served by

Broker or Affiliate	1982	96,915
	1983	107,381
	1984	59,502
	1985	50,497
	1986	45,753
	1987	58,697
	1988	78,385
	1989	215,816
	1990	216,196
	1991	283,070
	1992	292,922
	1993	150,249
	1994	189,216
	1995	116,746
	1996	122,146
	1997	111,602
	1998	100,514
	1999	95,010
	2000	106,774
	2001	99,059
	2002	90,178
	2003	75,478

* Number of Fractionalized Loans Serviced	1999	14,994
	2000	15,769
	2001	17,024
	2002	17,334
	2003	17,750

B. Total \$ Amount Payments

1982-1993	No Data
1994	\$2,645,330,898
1995	\$1,874,641,411
1996	\$2,066,185,285
1997	\$1,593,971,561
1998	\$1,939,924,303
1999	\$2,362,939,422

	2000	\$2,564,278,632
	2001	\$2,946,945,951
	2002	\$3,288,438,212
	2003	\$3,563,191,654
* \$ Amount of Fractionalized Payments	1999	\$958,996,074
	2000	\$1,081,828,484
	2001	\$1,182,327,328
	2002	\$1,470,288,191
	2003	\$1,847,699,125
C. Total \$ Amount of Loans Serviced	1982-1993	No Data
	1994	\$10,969,860,974
	1995	\$6,338,915,941
	1996	\$7,323,474,102
	1997	\$5,358,573,265
		<u>All Loans/Sales</u>
	1998	\$5,810,875,242
	1999	\$6,511,909,321
	2000	\$7,973,597,736
	2001	\$7,656,581,079
	2002	\$7,189,779,277
	2003	\$7,381,963,790
* \$ Amount of Fractionalized Loans Serviced	1999	\$1,757,274,594
	2000	\$2,376,180,746
	2001	\$2,570,465,761
	2002	\$3,038,285,255
	2003	\$3,612,511,288
D. Late Charges		
1. Total Late Charges Paid	1982	\$5,040,744
	1983	\$6,757,972
	1984	\$4,536,189
	1985	\$4,416,164
	1986	\$3,223,508
	1987	\$3,833,577
	1988	\$5,381,794
	1989	\$7,123,255
	1990	\$8,614,934
	1991	\$11,116,472
	1992	\$11,455,909
	1993	\$9,499,242
	1994	\$9,955,811
	1995	\$8,286,669
	1996	\$8,114,639
	1997	\$5,823,610
	1998	\$6,532,131
	1999	\$6,693,079
	2000	\$8,092,119
	2001	\$8,563,572
	2002	\$9,140,077
	2003	\$10,525,338
2. Retained by Broker or Affiliate	1982	\$4,239,630
	1983	\$5,879,326
	1984	\$3,880,155
	1985	\$3,913,176

1986	\$2,779,726
1987	\$3,176,784
1988	\$4,062,119
1989	\$4,991,769
1990	\$5,382,544
1991	\$8,019,560
1992	\$10,815,956
1993	\$6,162,432
1994	\$6,351,374
1995	\$5,014,006
1996	\$5,181,695
1997	\$3,167,595
1998	\$3,526,816
1999	\$3,559,885
2000	\$4,224,201
2001	\$4,237,750

All Loans/Sales

2002	\$4,224,356
2003	\$4,832,940

**E. Prepayment Penalties**

1. Number Prepaid

1982	11,088
1983	19,796
1984	12,854
1985	10,859
1986	8,874
1987	7,451
1988	9,680
1989	10,523
1990	10,927
1991	11,697
1992	35,167
1993	33,513
1994	16,684
1995	7,735
1996	8,711
1997	3,921
1998	4,861
1999	7,316
2000	6,247
2001	6,054
2002	7,637
2003	8,167

2. Total Paid by Borrowers

1982	\$6,312,909
1983	\$14,241,504
1984	\$9,587,672
1985	\$7,821,743
1986	\$7,049,285
1987	\$7,355,901
1988	\$10,078,632
1989	\$12,077,428
1990	\$11,960,040
1991	\$12,928,119
1992	\$12,944,083
1993	\$14,634,078
1994	\$12,968,286
1995	\$8,832,233

	1996	\$9,913,442
	1997	\$2,074,043
	1998	\$2,463,171
	1999	\$1,904,039
	2000	\$1,743,979
	2001	\$2,409,028
	2002	\$3,093,437
	2003	\$3,079,911
3. Retained by Broker or Affiliate	1982	\$1,203,177
	1983	\$3,085,379
	1984	\$1,887,766
	1985	\$3,157,578
	1986	\$1,659,892
	1987	\$2,142,196
	1988	\$2,705,104
	1989	\$3,266,681
	1990	\$4,061,051
	<u>All Loans/Sales</u>	
	1991	\$4,771,720
	1992	\$2,990,971
	1993	No Data
	1994	\$2,834,234
	1995	\$2,989,976
	1996	\$3,386,735
	1997	\$849,886
	1998	\$1,027,019
	1999	\$617,885
	2000	\$682,329
	2001	\$685,336
	2002	\$811,137
	2003	\$1,029,193
F. Total Other Charges of Broker or Affiliate for Servicing	1982	\$2,891,942
	1983	\$7,640,966
	1984	\$7,598,375
	1985	\$8,800,446
	1986	\$4,901,771
	1987	\$7,567,803
	1988	\$15,033,122
	1989	\$26,347,824
	1990	\$33,244,415
	1991	\$49,004,575
	1992	\$27,635,512
	1993	\$24,517,130
	1994	\$25,105,198
	1995	\$21,137,628
	1996	\$24,212,940
	1997	\$10,525,783
	1998	\$12,439,144
	1999	\$14,819,515
	2000	\$22,299,453
	2001	\$26,585,113
	2002	\$32,127,980
	2003	\$34,030,465
G. Notices of Default Filed	1982	17,645
	1983	17,600

1984	8,311
1985	7,628
1986	6,092
1987	6,005
1988	8,610
1989	8,937
1990	9,789
1991	11,229
1992	13,195
1993	10,188
1994	8,585
1995	6,429
1996	5,275
1997	2,573
1998	2,541
1999	2,011
2000	1,821
2001	1,987

All Loans/Sales

2002	2,033
2003	1,750

H. Trustee's Sales, Judicial Sales or Deeds  
in Lieu of Foreclosure Recorded

1982	2,114
1983	2,736
1984	1,472
1985	973
1986	655
1987	680
1988	730
1989	698
1990	719
1991	1,699
1992	2,582
1993	2,264
1994	2,556
1995	1,782
1996	1,345
1997	857
1998	785
1999	660
2000	416
2001	306
2002	351
2003	262

\* New category as of 1999